



Amit Kumar Saxena

DOB: 05/07/1981

Gender: Male

Marital status: Married

Nationality: Indian

OBJECTIVE

Contributing maximum to business development and identifying new opportunity for the organization would provide me with an overall development proven leadership capability in launching the project and devising effects adverteng camping and providing my 100% effort in my job.

ADDITIONAL INFORMATION

Father Name: - Mr. C N Saxena

CONTACT

H. No. 272/C Joshi Tola Bhoor, Bareilly (U.P.)
Pin: 243001

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SKILLS

PROFICIENCY & SKILLS

Window

SOFT SKILLS

Financer Support
Dealer Network

EXPEREINCES

Organization : CASE NEW HOLLAND CONSTRUCTION EQUIPMENT INDIA PVT.LTD

Location : Gorakhpur
Designation : Sales Engineer
Job Profile : Sales & dealer handling
Duration : 1 OCT. 2015 ...Till date

Organization : CASE CONSTRUCTION EQUIPMENT (CNH)

Location : Lucknow
Designation : Retail Finance CE
Job Profile : Retail Finance
Duration : 11 AUG. 2014 ...JULY 15

Organization : TATA CAPITAL FINANCIAL SERVICES LTD.

Location : Shahjahanpur (U.P)
Designation : Customer Relationship Executive (CRE)
Job Profile : Tractor Finance
Duration : 30 Sep 2013 to March 2014

Organization : MAGMA FINCORP LTD.




Location : Bareilly + Udham Singh nagar + Pilibhit
Designation : Sr. Marketing Executive
Job Profile : Tractor Finance
Duration : 14 Feb. 2011 to May 2013.

Organization : EICHER TRACTORS (A UNIT OF T.M.T.L)

Location : Varanasi
Designation : Project Officer Coordinator
Job Profile : Sales & Marketing
Duration : 1st Aug 2009 to 5th Feb. 2011

SKILL PROFILE & OTHER CONTRIBUTION

- Feb -14 Highest Machine Support with the Financer in Loader Bakhoe Cases.
- Support the Dealer & Team for machine Sales & finance & Meet with Big Client & Contractor.
- Handel Dealer Networks.
- Credit Approvals.
- FI Shoot & Collection of all Cases for 6 months.
- Retail Finance All UP cases of Construction Equipment.
- Meeting with All Financers.
- Knowledge of Khasra & Khatoni.
- Good Knowledge of Tractor & Construction Market & Villages works.
- Wheat, Paddy, sugarcane, Mentha, Tobacco, Trolley work, Bhatta (Bricks owner), National Highways, Construction work etc.
- Customer Viabilities.
- Dealer selection & Market strategy.
- New business opportunity identification & Evaluation.
- Dealing with financial.
- Conducted a market Survey in rural areas.
- Financers meet & Bankers meet, Brick Kiln owner meet, competition Customer meet, Demo organized at different places.

Market Survey 
Communication 
Market Strategy 

LANGUAGES

English 
Hindi 

MS OFFICE

Word 
O Level 

ACHIVEMENTS

- 7 Machine Sale in Gorakhpur location in 2 months.
- CASE (CNH) Construction Equipment 12 Retail cases (U.P) in one month.
- Tata Capital 10 cases per month avg. in Shahjahanpur location(Tractor Finance)
- Big achievement 7 times in year Magma beet the Mahindra finance in Bareilly location.
- 16 cases per month in Bareilly location.
- New dealer appointment at Basti, Presently Providing Sales Vol. of 8 tractors per month average.
- March 2009-2010 with the Coordination of Dealership of DEORIA Higher HP 380DC Sales & Payment.
- Got 6 nos. Tatkaal (Appreciation letter) for major achievement in Gorakhpur belt.

EDUCATION

2008-2010 **Bareilly, Uttar Pradesh(India)**

Post-Graduate in M.B.A

Marketing & Finance Punjab Technical University

Narayan College Bareilly

2000-2003

Bareilly, Uttar Pradesh(India)

Graduate in BA

M. J. P. Rohilkhand University, Bareilly

Bareilly College, Bareilly

1999

Bareilly, Uttar Pradesh(India)

Intermediate Certificate

M.B Inter College, Bareilly

1997

Bareilly, Uttar Pradesh(India)

High School Certificate (HSC)

M.B Inter College, Bareilly

INTEREST & HOBBIES

- Listening to Old movie songs.
- Touring
- Cricket
- News paper

Declaration:

I here declare that all the details furnished above are true to the best of my knowledge and belief

Date:

Place:

(Amit Kumar Saxena)